

TRUCK INDUSTRY NEWS

November sales dip; year shows gain

By Joseph Bohn
AUTOMOTIVE NEWS STAFF REPORTER

Truck sales in November totaled 359,191, down 6.2 percent from last year, according to figures compiled from reports by individual manufacturers and the Motor Vehicle Manufacturers Association.

For 11 months of 1986, sales of 4,426,917 trucks led last year's by 3.1 percent.

Class 8 sales of 103,236 were off 14.1 percent for the 11-month period.

However, Class 7, which has been siphoning customers from the industry's heaviest-duty segment, showed a 3.1 percent increase for the period on sales of 90,893 vehicles.

Class 6 sales of 40,299 were off 7.9 percent during the 11-month period, while Class 5 sales of 5,292

were up 5.5 percent.

No sales of Class 4 vehicles were reported.

As previously reported, the Class 1-3 light-duty sales of 4,187,197 for 11 months were up 3.7 percent over a year earlier.

Among the gainers in the heavy-truck segment in November, Mack sales of 1,835 were up 12.6 percent over the 1985 total. Kenworth turned in a robust performance for the month with sales of 929, up 16.1 percent over last year. Volvo's sales of 1,044 were up modestly over 1,017 a year earlier.

Other heavy-duty manufacturers, including Ford, Freightliner, GMC, Navistar and Peterbilt, showed declines in November. For 11 months, all heavy-truck manufacturers were down from last year's totals.

November Truck Sales by manufacturer and segment

		1986						TOTAL 1986	TOTAL 1985
		14,000 & LESS GVW CLASS 1-3	16,001- 19,500 GVW CLASS 5	19,501- 26,000 GVW CLASS 6	26,001- 33,000 GVW CLASS 7	33,001 & OVER GVW CLASS 8			
CHRYSLER	MO	52,368					52,368	37,097	
	YR	530,975					530,975	560,457	
JEEP	MO	18,073					18,073	22,834	
	YR	186,165					186,165	160,746	
TOYOTA	MO	29,965					29,965	26,510	
	YR	348,992					348,992	297,046	
NISSAN	MO	15,425					15,425	13,749	
	YR	203,176					203,176	240,051	
MAZDA	MO	11,084					11,084	8,690	
	YR	142,385					142,385	105,339	
ISUZU	MO	7,657					7,657	5,564	
	YR	79,371					79,371	70,172	
MITSUBISHI	MO	4,533					4,533	3,022	
	YR	31,213					31,213	24,833	
SUZUKI	MO	4,208					4,208	1,039	
	YR	40,937					40,937	1,039	
FORD	MO	83,815		1,068	2,498	1,082	88,463	108,127	
	YR	1,208,096		10,959	28,175	11,520	1,258,750	1,174,067	
FREIGHTLINER	MO					1,359	1,359	1,373	
	YR					15,750	15,750	16,181	
CHEVROLET	MO	73,017	24	437	666	32	74,176	96,712	
	YR	1,135,435	290	7,001	8,876	496	1,152,098	1,193,547	
GMC	MO	18,275	643	354	857	437	20,566	24,901	
	YR	280,452	4,852	6,438	18,014	6,661	316,417	323,803	
KENWORTH	MO					929	929	800	
	YR					9,394	9,394	10,172	
MACK	MO			225	216	1,394	1,835	1,630	
	YR			2,307	2,335	15,313	19,955	25,882	
MERCEDES	MO			146	205		351	349	
	YR			1,892	1,616		3,508	3,794	
NAVISTAR	MO			667	1,601	1,439	3,707	4,852	
	YR			11,326	29,696	24,025	65,047	65,912	
PETERBILT	MO					821	821	840	
	YR					8,993	8,993	10,643	
VOLVO	MO				109	935	1,044	1,017	
	YR				1,278	10,148	11,426	11,655	
HINO	MO			51	51		102	0	
	YR			298	551		849	0	
NISSAN DIESEL	MO		31	20	49		100	0	
	YR		150	60	352		562	0	
OTHER DOMESTICS	MO			2		61	63	85	
	YR			18		936	954	932	
GRAND TOTAL	MO	318,420	668	2,990	6,252	6,469	336,849	359,191	
	YR	4,187,197	5,292	40,299	90,893	103,236	4,426,917	4,296,271	
1985 YR TO DATE		4,039,101	5,018	43,754	88,155	120,243			

Class 1-3 sales data reported by individual manufacturers; Class 5-8 data reported by Motor Vehicle Manufacturers Association. There were no reported Class 4 sales.



Iveco Euro and EuroTurbo models feature a new look

Iveco: Sales gain expected from new programs

By Joseph Bohn
AUTOMOTIVE NEWS STAFF REPORTER

Iveco Trucks of North America is optimistically targeting 3,600 sales for calendar 1987, up from 3,000 in 1986. The company bases the forecast on upgraded new models, broader market coverage, and aggressive marketing programs.

The importer has felt the pressure of new Japanese competitors in its medium-segment markets and has reduced the wholesale prices of its 1987 models by an average 3 percent, according to William E. Eichner, vice president of dealer sales. The new models went on sale Dec. 3.

Eichner said the price cuts were made without considering equipment changes on the new models. Iveco does not have suggested retail prices for its trucks.

For 1987, the company has changed the designation of its trucks from the "Z range," which includes models like the Z-110 and Z-120, to the Euro 110, 120 and so forth.

Eichner said the new designation stresses Iveco's European heritage and its positioning as a premium product with premium pricing.

Iveco has increased its market coverage by certifying its heavier 335 turbo and 435 turbo in California for the first time.

Iveco's products run from the Class 2 to the light end of Class 6 segment, though Eichner said Class 3 accounts for "by far" its greatest volume.

With the arrival of competitors like Isuzu, Hino and Nissan Diesel, Iveco has begun to feel the heat of what it identified as the "phantom" customer class when it entered the U.S. market 10 years ago. That class is comprised of wholesale and retail distributors.

The influx of Japanese vehicles made "a greater initial impact than we anticipated," said Luciano Rolando, chairman and president of Iveco Trucks of North America.

Iveco's calendar 1986 sales, for example, are projected to be at least 200 units below last year's.

"In retrospect, we might have countered more aggressively (Japanese) claims that their lower-priced trucks offer the same quality and value as Iveco's," Rolando added.

The Japanese also were able to lure some of Iveco's dealers away.

Rolando said that while the U.S. market continued to expand in 1986, it didn't grow fast enough for Iveco to be successful in the "premium-product" position it held.

However, the Italian importer has begun dealer-network evaluation, he added, strengthening its ties with dealers who have demonstrated a commitment to its prod-

ucts. It is also refranchising dealers in other key markets.

Officials said they feel that, based on their new products, pricing and marketing programs, they can regain their momentum.

They said they feel that tax changes will help spur the growth of smaller businesses, particularly service businesses, which are its key markets.

To observe its 10th anniversary in the United States, the company is offering a limited edition of 50 "Silver Series" trucks, available with a special exterior package.

New for '87

Iveco restyled its 1987 models, upgraded their mechanical components and improved their fuel economy.

Exteriors feature gray, polyurethane finish on the grill, bumper, fender flare, step and splash guard.

Corner air foils of PVC protect cab sides and windows. Side mirrors were restyled and side marker lamps relocated to improve visibility.

Cab headroom increased by three inches. Contoured eight-way adjustable drivers' seats, storage pockets and adjustable map lights were added.

Dashboards have easier-to-read instruments, a standard new direct-drive tachometer and upgraded indicator warning light panel.

Printed circuits and plug-in, blade-type fuses improve the serviceability of the dash.

The 8060 engine has a larger bore and stroke and 358-cid rating. It has modified piston swirl chambers and a lighter weight, durable crankshaft.

An improved cold-weather starting system automatically senses ambient temperature for improving startability.

Iveco Euro 220's have fully-synchronized forward gear transmissions. Shifting has been improved on other models.

Iveco EuroTurbo 340 and 450 models have a heavier, hypoid-design axle, produced jointly by Iveco and Rockwell.

Brakes on the Euro 110, 120 and 220 were improved and front disc brakes standardized on the EuroTurbo 230.

The Euro 110 features a larger-bore master brake cylinder. Brake linings for the Euro 110 and 120 models were improved.

Iveco strengthened the front stabilizer bar on its Euro 110. Frame ratings for all models went to 61,166 pounds per square inch.

TRUCK INDUSTRY

OCTOBER TRUCK REGISTRATIONS

		6000 & LESS GVW GRP 1	5,001- 10,000 GVW GRP 2	10,001- 14,000 GVW GRP 3	14,001- 18,000 GVW GRP 4	18,001- 19,500 GVW GRP 5	19,501- 26,000 GVW GRP 6	26,001- 33,000 GVW GRP 7	33,001- & OVER GVW GRP 8	TOTAL 1986	TOTAL 1985
DODGE	MO	27,060	13,535							40,595	40,099
	YR	247,368	127,882							375,270	425,736
*DAKOTA, RAIDER, CARAVAN, RAM VAN/CHARGER/SO/WH	MO	23,435	7,024							30,459	27,575
	YR	210,082	77,923							288,005	287,197
PLYMOUTH VOYAGER	MO	6,935								6,935	6,005
	YR	87,800								87,800	87,004
TOTAL CHRYSLER CORP.	MO	33,995	13,535							47,530	48,705
	YR	335,188	127,882							463,070	513,742
FORD	MO	68,297	45,204	1		980	2,057	795	117,334	101,246	101,246
	YR	689,176	407,629	3		9,024	24,945	9,043	1,140,020	1,025,931	1,025,931
*VAN, BRONCO, RANGER & AEROSTAR	MO	47,188	11,438							58,626	52,339
	YR	509,904	125,193							635,097	577,577
FREIGHTLINER	MO							1,268	1,268	1,268	1,300
	YR							13,762	13,762	13,762	15,156
MERCEDES-BENZ	MO					192	184		376	340	340
	YR					1,650	1,247		2,897	2,897	3,689
TOTAL DAIMLER-BENZ CORP.	MO					192	184	1,268	1,624	1,640	1,640
	YR					1,650	1,247	13,762	16,679	18,845	18,845
CHEVROLET	MO	59,181	43,151	2,354	65	35	663	759	27	106,235	114,235
	YR	618,032	414,572	23,503	351	249	6,080	8,625	384	1,071,796	1,046,464
*VAN, EL CAMINO, S10 BLAZER & ASTRO	MO	43,132	16,407							59,539	68,131
	YR	472,651	153,613							626,264	586,558
GMC	MO	13,295	12,805	212	20	583	866	1,041	357	26,989	31,899
	YR	140,006	118,258	2,302	197	3,586	5,267	15,713	5,915	289,254	291,000
*VAN, JIMMY, S15, CABALLERO & SAFARI	MO	9,361	4,579							13,940	15,726
	YR	103,420	38,708							142,128	134,750
TOTAL GM CORP.	MO	72,476	55,958	2,566	85	628	1,329	1,800	384	135,224	146,134
	YR	758,038	530,830	25,805	546	3,845	11,347	24,338	6,299	1,361,050	1,337,473
INTERNATIONAL	MO						1,641	1,954	2,237	5,832	7,210
	YR						16,920	17,729	21,294	55,943	60,468
JEEP TRUCK	MO	18,080	1,708							19,788	17,654
	YR	142,924	13,441							156,365	137,594
*WRANGLER/CJ's, CHEROKEE, WAGONEER & SCRAMBLER	MO	14,414	1,589							16,003	15,709
	YR	116,750	12,186							128,938	133,727
MAZDA	MO					202	196	1,193	1,593	1,836	1,836
	YR					1,948	1,831	13,902	17,781	24,438	24,438
KENWORTH	MO							1,071	1,071	1,063	1,063
	YR							8,908	8,908	9,505	9,505
PETERBILT	MO							827	827	937	937
	YR							8,185	8,185	10,151	10,151
TOTAL PACCAR CORP.	MO							1,898	1,898	2,000	2,000
	YR							17,093	17,093	19,656	19,656
AUTOCAR	MO							94	94	151	151
	YR							1,400	1,400	1,453	1,453
VOLVO	MO						156	75	231	186	186
	YR						1,083	872	1,965	1,964	1,964
WHITE	MO							520	520	689	689
	YR							5,933	5,933	7,096	7,096
TOTAL VOLVO WHITE CORP.	MO						156	689	845	1,026	1,026
	YR						1,083	8,205	9,298	10,503	10,503
WESTERN STAR	MO							24	24	83	83
	YR							726	726	952	952
MISCELLANEOUS DOMESTIC	MO		196				11	129	336	390	390
	YR		2,584				92	1,767	4,543	4,811	4,811
OTHER IMPORTS	MO	81,327	682	487	54	30	28	65	15	82,708	75,964
	YR	774,473	6,131	4,785	627	263	263	657	53	789,252	733,176
GRAND TOTAL	MO	274,155	117,279	3,054	139	558	4,372	6,425	8,832	414,714	403,788
	YR	2,699,799	1,090,797	30,583	1,175	4,108	41,152	72,032	92,166	4,031,822	3,887,589
1985 YR. TO DATE		2,509,883	1,113,755	31,116	750	5,454	48,103	64,844	113,674		

*—INCLUDES MULTIPURPOSE VEHICLES.
Compiled from official State Records by R.L. Pick & Co. Manufacturers' sales records are used in compiling Oklahoma for 1985 and 1986.
Registrations for Massachusetts are temporarily delayed.

Computers help Ford's Kentucky plant

NEW YORK — A Ford Motor Co. official said that the company's advanced computer-integrated system for manufacturing heavy truck frame rails has significantly improved the quality and productivity of its Kentucky truck plant.

Morgan M. Whitney, director of Ford's Robotics and Automation Applications Consulting Center, discussed the progress at the IMEX '86 Manufacturing Technology Conference.

He said that since the plant's computer-integrated frame piercing system began operating in the 1985 model year, scrap rates and raw material inventory at the plant have been greatly reduced and design errors have been virtually eliminated.

More than 65 people who formerly performed heavy,

manual-labor jobs traditionally required in frame drilling have been reassigned to other areas, he added.

To date, the \$16 million computer-integrated system has produced more than 60,000 frames.

The Kentucky truck plant produces about 60,000 heavy trucks annually, and most are custom-built. Up to 250 holes are pierced into each truck frame. Frame rails vary from 14 to 40 feet in length and from 9.5 to 13.5 inches in depth.

Ford's efforts in improving the efficiency of its Kentucky truck plant, along with its aggressive marketing/advertising programs, undercut recurring industry rumors that it may follow General Motors in bailing out of the heavy-truck business.

3 Freightliner executives to buy Consolidated Metco subsidiary

PORTLAND, Ore. — Freightliner Corp. has signed a letter of intent for the sale of its wholly owned Consolidated Metco Inc. subsidiary to a management group of three Freightliner officers. The parties expect to close the transaction in the first quarter of 1987.

Independent of Freightliner, Metco developed into a well-regarded supplier of diversified products such as aluminum castings, diesel engine parts and various structural foam products for various industries.

Metco has plants in Portland and Clackamas, Ore., and Monroe and Cashiers, N.C. It has 450 employees, and more than 50 percent of its sales are to customers other than Freightliner.

When Daimler-Benz AG, of West Germany, acquired Freightliner in 1981, Metco was part of the package. Since then, Freightliner has

been focusing its attentions more narrowly on selling Class 8 trucks to the North American market.

Consolidated Metco, as a peripheral operation, no longer fits into its long-range plans. Peter E. Rupp, Freightliner president and chief executive officer, said he was pleased that new ownership would ensure continuity for Metco's business.

He said he expected that Metco, based on the experience of its new owners, would be able to continue developing markets for its diversified products.

Rupp added that Freightliner has invested nearly \$100 million during the past five years in upgrading its truck manufacturing operations.

It also has invested heavily in research and development for future products, he said.



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EPA to query Congress on vapor recovery issue

By Geoff Sundstrom
AUTOMOTIVE NEWS STAFF REPORTER

WASHINGTON — The fate of an EPA proposal that would require special fuel vapor recovery equipment on motor vehicles is very much up in the air, according to Craig Potter, EPA's assistant administrator for air and radiation.

Potter told a meeting of state environmental commissioners here that the agency will seek guidance from Congress next year on how best to enforce ozone standards required by the Clean Air Act.

Vapor recovery equipment on automobiles is only one of the ozone options confronting EPA, and it is the one automakers oppose most vigorously.

Ozone is formed by a complicated chemical reaction of nitrogen oxide and hydrocarbons emitted primarily by vehicles. Ozone is known to cause respiratory problems. When filtered by sunlight, ozone creates smog.

Enforcement options under consideration

by the agency include fuel vapor recovery devices on either vehicles or gasoline pumps, expanded inspection and maintenance programs for motor vehicles and restrictions on vehicle operation.

Another plan is to reduce the volatility of gasoline blends. According to Potter, most vehicles are designed to run on gasoline less volatile than that generally marketed. He said there is evidence that volatility controls could lessen the amount of gasoline vapor that escapes during refueling, thus reducing the need for vapor recovery equipment.

But a larger issue is looming, Potter told his audience. None of these steps will bring states with severe nonattainment problems into compliance with the congressionally mandated ozone control standards by the end of next year.

"At this point there is no way we will meet the deadline" of Dec. 31, 1987 required by Congress "even with the most draconian measures we can imagine," he said.

"I don't think Congress ever contemplated the situation we are in now. It's very troubling," he said. EPA estimates that 73 of the nation's largest metropolitan areas exceed the standard.

State officials at the meeting said they were concerned by the agency's lack of an enforcement strategy because without federal enforcement, states will have to implement their own policies or face sanctions required by the federal law.

EPA may cancel offending states' federal highway money and may restrict construction of polluting facilities.

Further complicating the ozone control struggle are recent court challenges to EPA's Reasonable Extra Efforts Program (REEP). It allows states to avoid sanctions by convincing EPA they are making progress in meeting pollution control standards.

Saying the program may be in trouble with the judiciary, EPA General Counsel Francis S. Blake prepared a 27-page memo on the situation for EPA Administrator Lee

M. Thomas. The memo was released earlier this month.

Blake told Thomas the program, "while defensible, presents major legal problems, and the risk of an adverse court action is significant."

If EPA does seek formal guidance from Congress on ozone control methods, House Energy and Commerce Committee Chairman John Dingell, D-Mich., is sure to have input.

In response to a letter Dingell sent EPA early last month, Thomas replied that "a strict reading of the (Clean Air) Act could lead to massively disruptive measures. In some areas of the country, it is not even clear that attainment is possible in any realistic sense in the short term."

Thomas continued, "On its face, it seems clear that in areas with the most intractable nonattainment problems... extremely disruptive measures, with enormous adverse social and economic impacts, would be necessary to bring about attainment."

AUCTION DATES

American Motors

Dec. 23 — D-A Auto Auction, New Stanton, Pa.

Dec. 36 — Minneapolis Auto Auction, Plymouth, Minn., and Aptco Auto Auction, Taylor, Mich.

Chrysler Corp.

Dec. 23 — Hatfield Auto Auction, Hatfield, Pa.

Ford Motor Co.

Jan. 6 — Indianapolis Auto Auction, Indianapolis

Jan. 7 — Northway Auto Auction, Clifton Park, N.Y.; Metro Auto Auction of Kansas City, Lee's Summit, Mo.; and Minneapolis Northstar Auto Auction, Shakopee, Minn.

Jan. 8 — Nashville Auto Auction, Nashville, and Skyline Auto Exchange, Fairfield, N.J.

Jan. 13 — Harrisonburg Auto Auction, Harrisonburg, Va.

General Motors

Jan. 6 — Southern Auto Auction, East Windsor, Conn.; Dallas Auto Auction, Dallas; and 166 Auto Auction, Springfield, Mo.

Used Car Sales Auction Averages

December to date	\$5,146
Month ago	\$5,175
Year ago	\$4,595

Model Breakdown Auction Averages

	DEC 1986	NOV 1986	OCT 1986
1986	\$11,181	\$11,299	\$11,574
1985	\$8,177	\$8,286	\$8,414
1984	\$6,148	\$6,186	\$6,215
1983	\$5,394	\$5,420	\$5,442
1982	\$4,155	\$4,190	\$4,216
1981	\$3,190	\$3,244	\$3,277
1980	\$2,359	\$2,387	\$2,424
1979	\$2,048	\$2,069	\$2,086
Overall			
Average	\$5,146	\$5,181	\$5,196

Jan. 7 — Atlanta Auto Auction, Red Oak, Ga.; Clanton's Auto Auction, Darlington, S.C.; and Omaha Auto Auction, Omaha, Neb.

Gray-market importer fined in Houston

By Geoff Sundstrom
AUTOMOTIVE NEWS STAFF REPORTER

WASHINGTON — As part of a federal crackdown on illegal gray-market vehicles brought into the Houston area, a U.S. District Court judge has ordered an importer of Mercedes-Benz cars to pay a \$24,000 fine and undergo six months of restricted movement.

The sentence was imposed on Dennis Ray Alston, president of DRA Construction Co., Houston.

A former employee of the firm, Phillip Anthony Williams, also of Houston, has been sentenced to three years probation and 80 hours of community service.

The convictions of the two men are the latest in a string of gray-market fraud cases prosecuted by the U.S. Justice Department. Both men pleaded guilty to violating EPA rules for nonconforming motor vehicles.

A third co-defendant in the case, Norbert E. Gall, a West German citizen and former resident of Houston, did not appear for the hearing where he was to be sentenced for felony conspiracy and a number of felony customs violations.

Gall has been declared a fugitive by the U.S. Attorney's Office. His bail has been revoked and a bench warrant has been issued for his arrest.

Alston's fine includes the payment of approximately \$3,800 to purchasers of several of the autos for expenses they incurred as a result of the fraud. Alston pleaded guilty to one count of felony conspiracy and 10 violations of the Clean Air Act.

Williams was convicted on one felony conspiracy

charge and three counts of smuggling.

The Houston gray-market cases have focused on the importation of nonconforming autos under an exemption to EPA emission requirements for vehicles more than five years old. Ten vehicles imported under the exemption by Alston's company did not qualify, the Justice Department said.

Earlier this year, the Justice Department obtained two other convictions for gray-market violations in the Houston area. In another case, a plea of guilty was entered by Edward F. Wiatt on Nov. 12. Wiatt is former co-owner of Grand Prix Motors in Houston and is scheduled for sentencing on six counts of violating the Clean Air Act by submitting false documents to EPA.

The cases involve the importation of nonconforming Mercedes-Benzes for resale in the United States. Assistant U.S. Attorney Nancy L. Holley said the Justice Department's investigation is ongoing.

EPA regulations allow a waiver of U.S. emission standards for imported motor vehicles only if importation is done on a one-time basis for personal use, if the vehicle is not resold for at least two years from the date of importation and if the vehicle is owned by the importer prior to importation.

EPA regulations do not allow commercial enterprises to arrange for the purchase of the vehicle, and the importer must be an individual, not a business.

The exemption was approved by the agency for use by U.S. government personnel serving overseas, although other U.S. citizen's may import cars. The EPA exemption does not eliminate Department of Transportation safety modification requirements.

AUCTION DIRECTORY

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PRODUCTION

U.S. CAR	Week Ended Dec. 20, 1986	Week Ended Dec. 21, 1985	Week Ended Dec. 13, 1986	Dec. to Date	Jan. 1 to Dec. 21, 1986	Jan. 1 to Dec. 20, 1985
AMERICAN MOTORS	0	2,631	1,492	1,492	109,082	48,336
Renault Total	0	2,631	1,492	1,492	109,082	48,336
Alliance	0	2,232	1,492	1,492	72,443	44,989
Encore	0	399	0	0	36,639	3,347
CHRYSLER MOTORS	23,800	25,031	26,214	75,865	1,243,051	1,275,880
Plymouth Total	8,600	8,411	9,853	28,562	362,941	414,189
Horizon	3,300	3,247	3,923	11,159	140,441	168,845
Sundance	2,000	0	2,300	6,747	0	35,394
Reliant	2,500	3,579	2,783	8,161	159,437	148,716
Caravelle	800	1,245	947	2,495	48,169	43,548
Gran Fury	0	340	0	0	14,894	17,586
Chrysler Total	5,100	7,965	5,122	14,830	403,143	363,673
Laser	0	1,039	0	0	50,972	26,978
LeBaron	1,200	2,610	1,210	4,435	94,670	83,044
LeBaron J Coupe	1,300	0	1,099	2,399	0	2,399
LeBaron GTS	1,000	0	1,192	3,241	93,032	62,068
New Yorker/E-Class	1,600	1,251	1,621	4,755	63,277	71,785
Fifth Avenue	0	3,065	0	0	104,192	117,399
Dodge Total	10,100	8,655	11,239	32,473	472,967	498,018
Daytona	600	1,084	687	1,892	46,754	32,712
Omni	3,100	2,949	3,648	10,396	134,803	160,538
Shadow	1,900	0	2,082	6,196	0	33,960
Aries	2,700	2,606	2,818	8,246	133,087	124,245
Dodge 600	1,100	1,698	1,084	3,332	65,253	63,285
Lancer	700	0	920	2,411	63,820	47,195
Diplomat	0	318	0	0	30,250	36,083
FORD MOTOR	44,145	32,532	43,464	128,018	1,605,595	1,729,089
Ford Division	30,941	22,142	30,420	89,481	1,076,410	1,197,890
Escort	9,389	7,542	7,790	23,938	338,382	370,957
EXP	0	0	0	0	3,836	0
Mustang	4,541	4,115	4,288	13,108	181,978	175,886
Tempo	5,420	4,297	4,522	15,033	185,649	194,530
LTD	0	0	0	0	180,724	0
Taurus	9,361	2,293	11,383	30,172	12,075	326,471
Thunderbird	2,230	3,895	2,437	7,230	166,642	130,046
Crown Victoria	0	0	0	0	7,122	0
L-M Division	13,204	10,390	13,044	38,537	529,185	531,199
Mercury Total	9,134	6,700	8,994	25,700	369,000	352,237
Lynx	1,452	1,745	1,205	3,916	73,877	59,419
Capri	0	475	0	0	19,765	12,344
Topaz	979	1,101	973	3,223	53,626	56,455
Cougar	3,341	1,975	3,410	8,991	127,836	99,914
Marquis	0	0	0	0	83,481	0
Sable	3,362	1,404	3,406	9,570	5,682	124,105
Grand Marquis	0	0	0	0	4,733	0
Lincoln Total	4,070	3,690	4,050	12,837	160,185	178,962
Continental	405	510	404	1,284	24,862	19,218
Lincoln	3,054	2,768	3,039	9,630	117,619	134,228
Mark VII	611	412	607	1,923	17,704	25,516
GENERAL MOTORS	95,711	95,671	95,334	267,288	4,754,916	4,047,314
Buick Total	18,810	15,876	18,101	52,124	983,450	759,616
Skyhawk	1,860	2,199	1,770	3,630	109,298	80,343
Century	5,527	6,298	5,660	16,924	292,500	227,142
Regal	1,631	2,863	1,681	5,123	133,740	59,179
Skyline (X-car)	1,467	0	1,490	2,957	43,477	2,957
Somerset/Skyline	1,468	2,727	1,497	5,244	115,337	107,423
LeSabre (fwd)	3,818	1,257	2,971	9,518	9,770	152,864
LeSabre/Electra (fwd)	355	247	367	1,059	96,066	14,846
Electra (fwd)	1,801	2	1,798	5,404	135,395	89,181
Riviera	883	263	867	2,265	47,867	25,681
Cadillac Total	7,873	4,912	8,280	23,503	319,758	313,236
Cimarron	400	467	497	1,135	26,265	22,910
Allante	28	0	32	60	0	60
Cadillac (fwd)	1,560	126	1,574	4,535	39,447	74,523
DeVille (fwd)	4,235	3,740	4,584	13,585	172,381	168,761
Eldorado	631	341	940	2,135	53,140	24,760
Seville	1,019	238	653	2,053	28,525	22,222
Chevrolet Total	31,955	34,145	31,293	85,326	1,601,221	1,283,491
Chevette	2,740	2,692	2,820	8,239	152,208	104,649
Camaro	3,400	4,904	3,383	6,783	210,428	169,184
Cavalier	9,595	9,358	9,461	21,928	482,862	385,735
Celebrity	6,225	5,015	5,558	18,108	260,708	255,199
Citation	0	0	0	0	28,699	0
Corsica/Beretta	2,609	0	2,626	6,923	0	15,089
Monte Carlo	1,576	2,870	1,471	5,533	135,935	107,587
Chevrolet	5,170	8,327	5,323	15,870	282,796	218,335
Corvette	640	979	651	1,942	45,454	27,713
Oldsmobile Total	17,658	23,318	17,191	51,278	1,150,328	910,633
Firenza	850	1,302	835	1,685	61,165	37,485
Calais	3,150	3,420	3,237	8,803	147,462	117,839
Cutlassiera	4,556	7,295	4,598	13,643	349,221	232,685
Cutlass Supreme	813	4,711	822	3,431	230,615	105,679
88 (fwd)	4,739	3,508	4,410	13,756	23,449	268,336
88 (fwd)	480	1,034	374	1,244	168,594	18,627
Olds 98	2,439	1,813	2,280	7,089	140,767	111,545
Toronado	631	235	635	1,627	29,065	18,437
Pontiac Total	19,415	17,420	20,469	55,057	700,159	780,338
Acadian**	0	296	555	1,167	16,692	16,272
Fiero	1,760	2,408	1,748	5,303	112,139	67,897
1000	588	913	555	1,755	34,949	20,873
Firebird	2,050	2,531	2,050	4,100	111,950	103,113
2000 Sunbird	2,235	2,234	2,343	5,367	139,072	127,806
Grand Am	6,175	4,161	6,307	17,361	139,928	227,152
6000	2,832	2,207	2,865	8,594	57,020	131,276
Bonneville	3,400	0	3,673	10,287	0	36,171
Safari/Pontiac	375	2,670	373	1,123	88,409	49,786
HONDA	6,650	3,059	6,529	19,895	142,349	231,510
Civic	1,500	0	1,617	4,731	0	19,918
Accord	5,150	3,059	4,912	15,164	142,349	211,592
NISSAN	2,920	1,944	2,857	8,692	42,695	61,859
NUMMI	4,200	1,900	4,005	12,185	58,139	191,854
Corolla	3,100	0	2,889	7,912	0	13,694
Nova	1,100	1,900	1,116	5,173	58,139	178,160
VOLKSWAGEN	2,000	2,246	2,026	4,026	94,891	81,524
Golf/GTI	1,750	2,246	1,776	3,526	94,891	80,624
Jetta	250	0	250	500	0	900
Total Cars, U.S.	179,426	166,014	181,921	517,461	8,050,518	7,667,366
Total Cars, Canada	25,599	21,808	25,183	74,168	1,085,209	1,047,051
N. American Cars	205,025	186,822	207,104	591,629	9,135,727	8,714,417
N. American Trucks	93,439	91,567	95,708	270,966	4,250,443	4,224,330
North American Cars and Trucks	298,464	278,389	302,812	862,595	13,386,170	12,938,747

*—Revised estimate. **—All Accadians are built for sale in Canada. Monthly estimates may contain error of one or two units due to rounding.

Output drops from 9-month high

By Kathy Barbaglia
AUTOMOTIVE NEWS STAFF REPORTER

U.S. automakers scheduled production of 179,426 cars last week, 1.37 percent below the previous week's 181,921.

The prior week's output was the highest for any week since the 182,516 completed the week ended March 8.

Last week's targeted production was 8.73 percent more than the year-ago week's 165,014.

All assembly plants will close Wednesday (Dec. 24) for the Christmas holiday. They will reopen Jan. 5.

So far this year, 7,667,336 cars have been assembled, 4.76 percent below the 8,050,518 built last year at this point.

Companies shared last week's estimated output as follows: General Motors, 53.35 percent; Ford Motor Co., 24.60 percent; Chrysler

Motors, 13.26 percent; Honda of America Manufacturing Inc., 7.71 percent; New United Motor Manufacturing Inc., 2.34 percent; Nissan Motor Manufacturing Co., U.S.A., 1.63 percent; and Volkswagen of America, 1.11 percent.

American Motors' Kenosha, Wis., plant was idle last week for inventory adjustment. The plant is scheduled to resume output Jan. 12.

GM has announced January layoffs at nine plants; 26,400 workers will be affected. Eight of the plants will be down for inventory adjustment.

The following plants will be idle from Jan. 5 to Jan. 19: Flint, Mich.; 2,700 workers; Fairfax, Kans., 5,000; Fiero plant in Pontiac, Mich., 1,600; Norwood, Ohio 3,500; Pontiac G plant in Pontiac, Mich., 1,600; and Van Nuys, Calif., 2,200.

GM's Leeds, Mo., plant will be

down from Jan. 5 until Jan. 12, affecting 3,700 workers. The Lordstown, Ohio, plant will be closed from Jan. 19 until Jan. 26, affecting 4,000 employees.

GM's Lakewood, Ga., facility will be closed for model changeover from Dec. 23 until early May, idling 2,100 workers. The plant will switch from Chevrolet-Pontiac 1000 to Chevrolet Caprice cars and wagons, Buick LeSabre wagons and Pontiac Safari wagons.

GM slated Saturday (Dec. 20) overtime at its Lansing, Mich., plant.

Ford scheduled Saturday overtime at its Dearborn, Mich.; Edison, N.J.; Wayne, Mich.; and Kansas City, Mo., plants.

Chrysler's Belvidere, Ill., and Sterling Heights, Mich., plants are slated for daily overtime today (Dec. 22) and tomorrow.

Truck production slips for week

Last week's targeted domestic truck production of 78,594 was 3.78 percent below the previous week's 12-month high of 81,679.

The latter total was the best since the week ended Dec. 14, 1985, when 83,892 trucks were assembled.

Estimated output last week was 5.98 percent more than the year-ago week's 74,162.

Year-to-date, 3,458,237 trucks have been built, 1.51 percent more than the 3,406,855 completed last year at this point.

General Motors slated Saturday

(Dec. 20) overtime at its Baltimore; Detroit; and Lordstown, Ohio, plants.

Saturday overtime was scheduled at Ford Motor Co.'s Kansas City, Mo.; Lorain, Ohio; and Louisville plants.

Chrysler Motors' Warren, Mich., plant is scheduled for daily overtime today (Dec. 22) and tomorrow.

All truck plants will be closed from Wednesday, Dec. 24, until Monday, Jan. 5, for the Christmas holiday.

Canadian auto output moves up

Last week's Canadian auto output totaled 25,599, 1.65 percent more than the previous week's 25,183 and 17.38 percent more than the year-ago week's 21,808.

So far this year, 1,047,051 cars have been assembled, 3.52 percent below the 1,085,209 completed last year at this point.

Truckmakers scheduled production of 14,845 units last week, 5.82

percent more than the prior week's 14,029 but 14.71 percent below the year-ago week's 17,405.

Year-to-date, 766,093 trucks have been built, 9.19 percent below the 843,588 assembled last year at this time.

General Motors' Ste. Therese, Quebec, plant will be idle the week of Jan. 5 for inventory adjustment.

CANADIAN CAR

	Week Ended Dec. 20, 1986	Week Ended Dec. 21, 1985	Week Ended Dec. 13, 1986	Dec. to Date	Jan. 1 to Dec. 21, 1986	Jan. 1 to Dec. 20, 1985
AMERICAN MOTORS	0	409	94	244	11,302	4,359
FORD MOTOR	11,694	11,417	11,247	33,780	494,215	516,230
GENERAL MOTORS	13,680	9,757	13,617	39,469	569,842	516,592
VOLVO	225	225	225	675	9,850	9,870
Total Cars, Canada	25,599	21,808	25,183	74,168	1,085,209	1,047,051

U.S. TRUCK*

	Dec. 20, 1986	Dec. 21, 1985	Dec. 13, 1986	to Date	Dec. 21, 1985	Dec. 20, 1986
CHEVROLET	22,421	23,469	25,226	62,436	1,150,231	1,121,996
DODGE	5,200	4,107	6,081	17,433	210,150	148,268
FORD	33,611	28,900	31,197	96,784	1,193,437	1,357,764
GMC	7,365	8,124	9,334	22,109	350,547	352,152
NAVISTAR	1,617	1,652	1,616	4,845	72,476	71,133
JEEP	4,300	5,812	4,164	12,524	229,475	186,527
NISSAN	1,730	48	1,711	5,181	105,106	106,071
AM GENERAL*	50	50	50	150	2,480	2,454
MISCELLANEOUS*	2,300	2,000	2,300	6,900	92,953	111,872
Total Trucks, U.S.	78,594	74,162	81,679	228,362	3,406,855	3,458,237